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Department of Economic Development

Holden ties education to economy with Research Alliance of Missouri

In his 2003 State of the State address, Governor Bob Holden said our most important priority for the future can be summed up in one word—"jobs." In order to create and retain good, high-paying jobs for Missourians, we must be ready to succeed in the new "knowledge-based" economy. The key to this success, and to Missouri becoming a leader in this new economy, is education and a skilled workforce.

As Governor Holden said in his speech, improving education in our state is the most important step we can take to provide better opportunities for our children and economic prosperity for our families. Making a strong investment in higher education is crucial to our future economic success.

Holden immediately took steps to strengthen the relationship between Missouri's businesses and higher education by announcing the formation of the Research Alliance of Missouri. This new Alliance, which has already met for the first time, is made up of leaders in higher education and in the private sector who will work together to coordinate life sciences research and provide more access to technology for Missouri businesses.

In its initial phase, the Research Alliance is represented by leaders from organizations such as the Department of Economic Development, the Department of Higher Education, the Office of Technology and Special Projects, and the Missouri Technology Corporation. Many of Missouri's research-oriented universities are represented on the Alliance such as all four campuses of the University of Missouri system, Southwest Missouri State, Central Missouri State, Southeast Missouri State, Northwest Missouri State, Truman State University, Washington University and Saint Louis University. As the Research Alliance develops, more representatives may be named.



Gov. Bob Holden speaks with the newly appointed members of the Research Alliance of Missouri.

The Research Alliance presents its members with a unique networking opportunity: to pool their resources, exchange life

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Members of the Research Alliance of Missouri Meeting

William A. Alter III, Ph.D., Director, Office of Sponsored Research and Programs, Southwest Missouri State University; Nasser Arshadi, Ph.D., Associate Vice Chancellor for Research, University of Missouri-St. Louis; Debra Cheshier, Ph.D., Department of Higher Education; Theodore J. Cicero, Ph.D., Vice Chancellor for Research, Washington University in St. Louis; Matthew Dority, Missouri Department of Economic Development; L. Scott Ellis, Ph.D., Science Division Head, Truman State University; Robert D. Hall, Ph.D., Associate Vice Provost for Research, University of Missouri-Columbia; Thomas R. Sharpe, Ph.D., Executive Director, Office of Technology & Special Projects; Wayne Huebner, Vice Provost for Research, University of Missouri-Rolla; Stephen W. Lehmkuhle, Ph.D., Vice President for Academic Affairs, University of Missouri System; Ronald A. MacQuarrie, Ph.D., Vice Provost for Research, University of Missouri - Kansas City; David C. Oehler, M.F.A., Ph.D., Office of the Provost, Northwest Missouri State University; Novella Perrin, Ph.D., Assistant Provost for Research, Central Missouri State University; Dennis Roedemeier, Missouri Department of Economic Development; Randall Shaw, Ed.D., Dean for School of Polytechnic Studies, Southeast Missouri State University; Frank Stokes, Chairman, Missouri Technology Corporation; and Robert O. Webster, Ph.D., Associate Provost, Saint Louis University.

New leadership appointed at the Division of Finance and Community Development

McClure appointed Commissioner of Division of Finance

Governor Bob Holden appointed D. Eric McClure as Commissioner of the Missouri Division of Finance in January.

McClure, 44, has been serving as acting commissioner. He serves as the Treasurer for the Conference of State Bank Supervisors, which is the national organization of state banking



commissioners. He served as the past chairman of the Board of Trustees for the Education Foundation for State Bank Supervisors. McClure graduated from the

University of Missouri at Columbia with a bachelor's degree in Finance and Banking and graduated with honors from the Graduate School of Banking in Madison, Wisconsin.

The Division of Finance is responsible for the incorporation and regulation of state-chartered banks, trust companies, savings banks and savings and loan associations. The division also licenses and examines consumer credit companies, credit services organizations and money order companies.

Hemenway appointed Director of Community Development

In January, Missouri Department of Economic Development Director Joseph L. Driskill, announced the appointment of Sallie Hemenway as director of the community development group. Hemenway had been acting as interim director since August 2002, filling the spot vacated by previous director Dianna Moore.



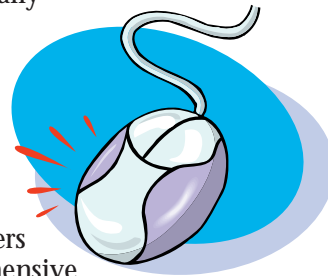
Hemenway joined the Department of Economic Development in 1993, and has held several positions, most notably with the Community Development Block Grant (CDBG) program. Prior to her appointment as community development director, Hemenway had served as CDBG Program Manager since 1997.

As director of Community Development, Hemenway will oversee a program that offers more than 15 tax credit and grant programs to assist non-profit organizations, municipal governments and community groups in areas such as infrastructure improvements, youth programs and community facilities.

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Holden ties education to economy (continued)

science research ideas and turn this research into commercial opportunities. Members of the alliance will be able to see what others are doing in life sciences research. In some cases, perhaps one university's project is similar to another's work. The alliance will allow its members the opportunity to determine which research projects are complementary, and how resources can be combined for the best result. The alliance will also allow businesses to communicate what their workforce needs are, and how university research may best serve them.

The alliance plans to meet monthly to exchange ideas, share resources and make recommendations as to the economy. Members plan to develop a charter and outline short-term and long-term goals.

This work in advancing the life sciences could prove to be very lucrative for Missouri, according to a recent study conducted by the Battelle Memorial Institute. Battelle researchers determined that the life sciences industry over the next decade could create more than 22,000 high paying jobs and more than a billion dollars in investment. With these types of economic rewards, it is easy to see why knowledge-based industries such as the life sciences are so important to our state.

We all reap the rewards of a strong higher education system, and Missouri's businesses are no different. They gain a quality workforce and benefit from the advances of university research. The Research Alliance of Missouri will provide expertise and guidance in linking education and business. By accomplishing this, the group will help ensure economic prosperity.

CALENDAR OF EVENTS

March 19	Missouri Service Day
March 20-31	Legislative Spring Break
March 27	2nd Annual Kansas City Life Sciences Research Day - Kansas City
April 11-13	National Youth Service Day
May 21-22	InvestMidwest Venture Capital Forum - Kansas City
May 7-9	NASWA IT Management Conference - St. Louis
May 8	Truman Day (state offices closed)
May 16	Session Ends
May 28-30	2003 Governor's Business Development/MEDC

New system matches unemployment claimants with job openings

The Missouri Departments of Economic Development and Labor and Industrial Relations have joined together to develop a new method of providing quicker access to job information for individuals filing unemployment insurance claims. This improved service will also help reduce the charges to both employers and the Unemployment Insurance Trust Fund, which are now financially stressed due to the current economic conditions.

The new cooperation between the departments, formally known as the Auto-Match System, allows the departments to share data collected during the initial unemployment insurance claim filing with the Department of Labor, making it possible to immediately refer claimants to job openings they might qualify for through the Department of Economic Development's Career Centers.

The streamlined early registration, automatic matching and the interaction of the Auto-Match System is expected to significantly shorten the length of the unemployed worker's claim and fill employers' labor needs in a more timely manner. Previously, job matching and referral did not occur until the claimant reported to a Missouri Career Center some four weeks after filing their initial unemployment insurance claim.

The Auto-Match System also serves as a central location for employers to call and obtain assistance in submitting job orders. A new toll free number for the Unit is 866-506-0251.

The Auto-Match System team will proactively match all job orders that have not been filled locally within seven days and refer all qualified unemployment claimants to the employer placing the job order. They also contact the employers directly to ensure they receive applicants with the skills they need.

In addition, the new system will automatically match unemployment claimants to available job openings during all visits to local Career Centers to ensure they are aware of all employment opportunities.

Additional information on employment and job training opportunities are available through the Division of Workforce Development's web site, www.greathires.org. To contact a Career Center, call 1-888-728-JOBS; it will ring in the center nearest the caller.

InvestMidwest Calls for Applications from Entrepreneurs Seeking Funds

InvestMidwest Venture Capital Forum is seeking applicants who have launched entrepreneurial growth companies from throughout the Midwest to present their business plans to an audience of the nation's top venture capitalists, corporate and private investors, and investment bankers.

In advance of the May 21-22 venture forum to be held at the Hyatt Regency Crown Center in Kansas City, InvestMidwest will choose 20 presenters from applicants representing growth-oriented companies that show potential to generate \$20 million in annual revenue growth within five years. Selection of presenting companies is based on: a company's business purpose, management team, products or services, marketing strategy, market opportunity, and financial summary. The application deadline to be considered for participation in the venture capital forum is March 14, 2003.

InvestMidwest's application form can be obtained on-line at InvestMidwest's website:

www.investmidwestforum.com. Applicants then can submit all information electronically to investmidwest@stlrcga.org.

InvestMidwest Venture Capital Forum, in just under three years, has grown into the Midwest's premier annual venture capital forum. Since its first forum held in St. Louis in May 2000, InvestMidwest has helped generate more than \$100 million in equity investments for innovative entrepreneurial growth companies throughout the Midwest. InvestMidwest's mission is to provide access to capital for emerging, privately held companies seeking venture funds from several hundred thousand dollars to \$20 million.

New state program gives dislocated workers a safe environment to develop business ideas

The Missouri Department of Economic Development has unveiled a new program designed specifically for dislocated workers who are interested in starting their own business. FastTrac NewVenture for Dislocated Workers is a practical, hands-on business development workshop designed to help individuals obtain the skills needed to create, manage and grow a successful business.

The facilitator-led courses involve a combination of small-group exercises, guest speakers, idea sharing among participants, and connections to business counselors and mentors. Each workshop lasts five days and is free of charge. Participants receive manuals to aid the quest for starting a new business.

"There are many Missourians who are in transition following the loss of their job. As the department sharpens its focus on entrepreneurial development, we have designed a new workshop for dislocated individuals who are considering developing a business idea," said Joseph L. Driskill, DED director. "We understand that starting a business can be intimidating, so this new program is designed to give Missourians an opportunity to test a business idea in a safe environment with other aspiring individuals before making a substantial investment of time and money. Throughout the workshop, participants work on their business concept, moving their ventures to reality or new levels of growth."

To date, workshops have been held in St. Louis, Joplin and LaGrange in Northeast Missouri. The Department of Economic Development also has other resources available to help individuals throughout different stages of their entrepreneurial journey.

If upon completion of the FastTrac NewVenture workshop,

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Holden appoints Solberg chairperson of Missouri Development Finance Board

Governor Bob Holden appointed Elizabeth T. Solberg of Kansas City as chairperson of the Missouri Development Finance Board.



Solberg is regional president and senior partner of Fleishman-Hillard, the world's fifth-

largest public relations firm. She oversees the company's Kansas City, Chicago and Minneapolis offices. Solberg has served on the Finance Board since 2000. She also serves on the board for the Civic Council of Greater Kansas City and the Greater Kansas City Community Foundations and Affiliated Trusts. From 1994 to 1995 Solberg served as chair of the Greater Kansas City Chamber of Commerce. She earned a bachelor's degree from the University of Missouri-Columbia.

The Finance Board provides development financing to Missouri business, local governments and state agencies to assist infrastructure and economic development projects. The board issues taxable or tax-exempt industrial revenue bonds or notes and provides market rate or low-interest loans and grants to political subdivisions to fund public infrastructure improvements.

Dislocated Workers continued

an individual decides to start a business, the department's Business Center is the first-stop resource for information, referrals and assistance to that entrepreneur. The Missouri Business Center can provide guidance on state rules, regulations and licenses that are required for businesses to operate in Missouri. Skilled business counselors are also available to answer questions and lead entrepreneurs to successful business development.

FastTrac NewVenture for Dislocated Workers is a cooperative effort between the Missouri Department of Economic Development, Division of Workforce Development, Missouri Career Centers, University of Missouri Outreach and Extension and the Ewing Marion Kauffman Foundation.

For more information or to enroll in a FastTrac NewVenture Workshop, call the Missouri Career Information hotline at 1-800-392-2949 or visit the web site at www.outreach.missouri.edu/career_options.

Missouri Arts Council presents 2003 Missouri Arts Awards

Governor Bob Holden and First Lady Lori Hauser Holden presented the 2003 Missouri Arts Awards to six recipients during the 2003 Missouri Arts Awards ceremony on February 5 in the Capitol Rotunda. The Awards ceremony was held in conjunction with the annual Citizens' Day at the Legislature, a separate annual event that features arts advocacy activities sponsored by Missouri Citizens for the Arts.



Each year the Missouri Arts Council, a division of the Department of Economic Development, presents the Missouri Arts Awards in honor and recognition of those who have made enduring contributions to the state's cultural environment. Awards are given in five categories—individual artist, arts education, arts organiza-

tion, philanthropy, and leadership in the arts. Winners were selected by a panel of representatives from the art community.

This year's recipients are:

American Century Investments, Kansas City, Philanthropy

David Anstaett, Kansas City, Arts Education

Robert Baird, Springfield, Leadership in the Arts

Jay McShann, Lee's Summit, Individual Artist

Repertory Theatre of St. Louis, Arts Organization.

In addition, a special Lifetime Achievement in the Arts award was presented to former Senator Roseann Bentley of Springfield.



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NEWS BRIEFS

Missouri Small Business Resource Guide, business publications now available on CD-ROM

The Missouri Department of Economic Development now offers a new resource through its Missouri Business Center (MBC) that is beneficial for anyone planning to start a business. The Missouri Small Business Resource Guide is now being offered on a CD-ROM and contains all the information needed to begin planning a small business in Missouri.

The CD-ROM mirrors information that is available on the MBC web site through the Missouri Department of Economic Development at www.missouridevelopment.org/mbac. The CDs are available at a cost of \$5 each and must be pre-paid with a check or money order.

The CD-ROM contains information on writing a business plan, legal issues, taxes, hiring employees, financing, resource providers, links to helpful web sites and frequently asked questions. Printable state and federal forms are included on the CD-ROM. In addition, MBC's two popular publications, "Starting a New Business in Missouri" and "Doing Business in Missouri" are included.

An order form for the Resource Guide CD-ROM is available on the Business Center's web site at www.missouridevelopment.org/mbac or by calling 573-751-2863.

State grant to assist new business in Scott County

A state grant will facilitate infrastructure improvements in Scott County that are needed for the start up of a new corn mill.

The Missouri Department of Economic Development (DED) has awarded a \$299,364 Industrial Infrastructure Grant through the Community Development Block Grant (CDBG) program to Scott County. CDBG funds will be used to improve streets and the sewer system, plus extend a rail spur to the new business site. These improvements are necessary for the location of Cape Milling L.L.C., which will make a private investment of \$1.5 million and create 31 new jobs.

Cape Milling will locate at the Southeast Missouri Regional Port Authority's Harbor Industrial Area. For this location to occur, a rail spur that presently serves the proposed site needs to be extended with a second connection track to the Port Railroad main line. A section of Harbor Road, which runs adjacent to the site, needs to be paved. The rail spur and roadwork will necessitate the installation of water, sewer and storm water drainage.

Cape Milling will produce corn soy blend, soy fortified cornmeal and cornmeal for the U.S. foreign aid assistance program. The company plans

to begin production this year, with projected sales of \$25 million in the first year of operation.

State assists growth of Bunker lumber company

The Department of Economic Development has approved up to \$100,000 in development tax credits authorized at the 50 percent level for CanOak USA Inc. for its donation of a 38.2-acre tract of land to the Bunker Industrial Park Board Inc.

Donation of the land will enable the city of Bunker, which is located in Reynolds County, to continue development of its industrial park and the additional land will be used to construct a new manufacturing facility for the expansion of RNS Wood Products. As a result, RNS Wood will make a private investment of more than \$1 million, retain 16 employees and create another 25 new jobs within the next two years.

RNS Wood Products specializes in the manufacturing of sawmill grade and flooring grade lumber. In December 2001, the company relocated inside the city limits of Bunker with the aid of the state's Rebuilding Communities Tax Credit Program. This program enabled the company to expand its operations by investing more than \$500,000 in manufacturing equipment.

Colormark Printing relocates to Kansas City

The Department of Economic Development has approved up to \$73,285 in development tax credits, as requested by the Economic Development Corporation (EDC) of Kansas City. The tax credits will help offset an equipment donation made to the EDC by ColorMark Printing, Inc. and help the company expand. The EDC is leasing the equipment back to Colormark Printing at its Kansas City location.

ColorMark Printing is a full line commercial printer. ColorMark opened in Merriam in 1990. In March 2001, ColorMark announced plans to relocate from Merriam, Kansas to a facility in Kansas City, Missouri. The relocation will include the purchase of real estate and a substantial purchase of manufacturing and office equipment, as well as the creation of 49 new Missouri-based jobs and an investment of \$4.85 million.

State assists NovaStar's relocation to Kansas City

In January, The Missouri Department of Economic Development announced approval of development tax credits to assist in the relocation of NovaStar Mortgage Inc. to Kansas City.

Last fall, NovaStar announced plans to relocate from its Westwood, Kansas facility to a new headquarters at 8140 Ward Parkway in Kansas City.

The move results in 294 Missouri-based jobs and an investment of \$10.25 million.

The Department of Economic Development has approved up to \$500,000 in development tax credits, as requested by the Economic Development Corporation of Kansas City. The tax credits will help offset a donation made to the Corporation by NovaStar, and will leverage the company's expansion.

NovaStar Mortgage is a subsidiary of NovaStar Financial, Inc. NovaStar Mortgage is a nationwide originator of primarily non-conforming mortgage loans.

State helps bring soybean processor to Lilbourn

A state grant approved in January will help facilitate infrastructure improvements in Lilbourn, paving the way for a new soybean processing plant, the creation of 35 new jobs and \$1.5 million in investment.

The Missouri Department of Economic Development (DED) has awarded a \$327,800 Industrial Infrastructure Grant through the Community Development Block Grant (CDBG) program to the city of Lilbourn in New Madrid County. The funds will be used to make water and sewer system improvements that are necessary for the location of Great River Processing.

The company plans to purchase and process 4.5 million bushels of soybeans annually and will be structured as a cooperative with farmers serving as 51 percent of all stockholders.

In addition to the CDBG funds, the city of Lilbourn is assisting with the project by donating land. The Missouri Department of Transportation and the Economic Development Administration is also lending support to the project with road and rail improvements. The Bootheel Regional Planning and Economic Development Commission prepared the application on behalf of Lilbourn.

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Director, Joseph L. Driskill

Editor, Kristi Jamison

Public Information Manager, Terry Boldt

Graphic Specialist III, Becky Verslues

Graphic Specialist III, Rebecca Hoelscher

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